

# タイの求人なら JAC Recruitment Thailand

# PR/118179 | Senior Software Sales

### Job Information

### Recruiter

JAC Recruitment Thailand

### Job ID

1560841

## Industry

IT Consulting

### Job Type

Permanent Full-time

#### Location

Thailand

### Salary

Negotiable, based on experience

#### Refreshed

November 4th, 2025 13:00

### General Requirements

# **Career Level**

Mid Career

# Minimum English Level

None

# Minimum Japanese Level

None

### **Minimum Education Level**

Associate Degree/Diploma

### Visa Status

No permission to work in Japan required

# Job Description

Location: Sathorn, Bangkok

Overview: Our client is an international leading ICT solution provider, established the business over 10 years.

### Description

- Manage existing customers and find new customers for creating sales pipeline
- · Obtain a business opportunity of application software development for main Japanese manufacturing company
- Identify business opportunities from the market and create revenue from prospective customers through engagement together with the company's system engineer
- Oversee application software development projects to ensure customer requirements are fully met.
- · Verify the customer's budget, anticipated timeline, and decision-making process
- Develop a proposal, make quotation to customers and issue the billing documents
- Prepare the Master Service Agreement and Statement of Work
- . Manage other related to the company's sales and mkt activities/ events
- Handle visit customers by public transportation or company car.

### Qualification

- Bachelor's degree in information technology or others
- 3+ years of work experiences in Software Sale Executive, IT Sales, ERP Sales, B2B Enterprise Sales
- · Proven success with sales achievement
- Hands-on experience in Software selling project/ Manufacturing System Software
- · Background in working with Japanese organization is a plus.
- Strong English communication speaking (Work with International manager)
- Good personality, communication skill and negotiation

Interested applicants, please click APPLY NOW. Due to the high number of applicants, we regret to inform that only shortlisted candidates will be notified. Thank you for your understanding.

## #LI-JACTH

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description